A3940-1.60 9/89

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1989

SOUTHWESTERN REGION (SWPA)

American Graduate School of International Management - Thunderbird
Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 5, 1989, through August 7, 1989) and cumulatively (September 1, 1988, and August 7, 1989).

Copyright 1989 by The College Placement Council, Inc.
No part of this publication may be used, adapted, or reproduced in any manner whatsoever without written permission.
ISSN 0196-1004

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 6/5/89 THROUGH 8/9/89

CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	394	1353	$25363	$24963	$28800	$25500	$22500	865	6802	$25147	$25223	$27600	$25500	$22800
BUSINESS ADMIN (INCL MGMT	75	751	22333	22786	27600	23000	16800	158	2163	22146	22450	27600	21500	17000
DISTRIBUTION MANAGEMENT	+	16	+	23003				1	98	19875	24211	*	*	*
ECONOM & FINANCE (BANKING	94	882	23858	24865	28896	24352	18200	262	3043	24091	24710	28500	24600	18240
HOTEL/RESTAURANT MGMT.	+	75	+	19324				11	199	21364	19657	*	*	*
HUMAN RSRCS (incl LABOR R	4	61	22875	22410	*	*	*	8	197	21738	22842	*	*	*
MANAGEMENT INFO SYSTEMS	83	153	26473	26473	30000	27000	23040	166	667	26662	26772	30000	27000	23496
MARKETING/MARK MGMT (RESR	85	514	21123	22340	25200	20600	16800	224	2119	21541	22479	25992	21500	16800
REAL ESTATE	2	8	19998	23499	*	*	*	5	28	17864	23551	*	*	*
COMMUNICATIONS														
ADVERTISING	2	37	22000	19952	*	*	*	3	112	20900	19560	*	*	*
COMMUNICATIONS	8	145	20450	20937	*	*	*	20	443	19832	20819	27000	18000	14250
JOURNALISM	22	63	22724	21042	25200	22846	16992	27	183	21853	20085	25200	22700	15000
TELECOMMUN/BROADCASTING	1	19	12000	22842	*	*	*	1	73	12000	20176	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	59	211	19118	19110	21132	19380	16400	80	594	19029	18767	21300	19200	16000
PRE-ELEMENTARY EDUCATION	1	7	20000	18176	*	*	*	1	17	20000	17016	*	*	*
PHYSICAL EDUCATION	7	29	18242	19914	*	*	*	9	64	17599	19583	*	*	*
SPECIAL EDUCATION	4	32	18869	19639	*	*	*	9	120	19551	19815	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	7	24	20471	19206	*	*	*	7	48	20471	18931	*	*	*
TEXTILES & CLOTHING	+	28	+	19037				2	126	12720	19742	*	*	*
MERCHANDISING MANAGEMENT	+	22	+	19723				+	72	+	19539			
HUMANITIES														
FOREIGN LANGUAGES	2	36	19300	21636	*	*	*	2	91	19300	21129	*	*	*
LETTERS (incl English, Li	8	172	19151	21614	*	*	*	10	361	19721	20951	*	*	*
VISUAL & PERFORMING ARTS	11	56	19841	19855	*	*	*	13	133	19295	18838	*	*	*
HUMANITIES - OTHER	2	47	14400	20840	*	*	*	3	158	16933	22364	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	5	24	18714	23843	*	*	*	8	88	17352	21427	*	*	*
HISTORY	9	141	23018	24612	*	*	*	12	227	22780	23348	*	*	*
POLITICAL SCIENCE/GOVT	13	180	19481	24510	*	*	*	19	370	19764	23280	*	*	*
PSYCHOLOGY	21	125	19015	20021	24000	18492	15500	25	354	19132	19400	24996	18492	15500
SOCIOLOGY	5	23	19996	18821	*	*	*	10	109	21247	18979	*	*	*
SOCIAL SCIENCES-OTHER	2	127	23832	23765	*	*	*	4	223	22136	22232	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	56	92	29666	29473	31272	29700	27996	147	525	29436	29433	31700	29900	27000
AGRICULTURAL	+	1	+	27800				1	30	19000	26045	*	*	*
ARCHITECTURAL	2	12	26500	24648	*	*	*	21	43	26661	25530	28500	26400	25000
BIOENGINEERING & BIOMEDIC	4	21	28698	29133	*	*	*	5	47	27818	28581	*	*	*
CHEMICAL	122	361	33413	32952	35000	33180	32400	426	2121	33256	32949	35400	33420	31440
CIVIL	105	353	27585	27986	31200	27700	23952	233	1444	27809	27046	32600	27700	23952
COMPUTER	66	122	29062	29591	32196	29496	25200	87	593	29452	30244	32400	30000	25200
ELECTRICAL/ELECTRONIC	255	1071	30488	30387	33600	30720	25343	587	4352	30665	30594	33504	31000	26400

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
INDUSTRIAL	73	216	$29146	$29136	$31200	$29700	$26400	95	962	$29199	$29660	$31500	$29496	$26000
MECHANICAL	227	831	30555	30310	33600	30900	27492	540	3870	30757	30490	34200	31000	27000
METALLURGICAL	+	17	+	29462				3	274	27220	30631	*	*	*
MINING (INCL GEOLOGICAL)	+	2	+	26000				+	34	+	26790			
NUCLEAR	+	6	+	26028				1	59	30000	30747	*	*	*
PETROLEUM	33	48	32169	32304	36000	34020	25200	102	165	31764	32789	36140	32448	25200
TEXTILE	+	+	+	+				+	46	:	26633			
ENGINEERING TECHNOLOGY	52	237	27262	28386	30000	27798	24000	81	627	27350	28342	31800	27600	23000
INDUSTRIAL TECHNOLOGY	7	69	25373	26828	*	*	*	10	153	25661	26731	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	16	37	21974	20865	*	*	*	16	86	21974	22182	*	*	*
ANIMAL SCIENCES	1	12	19500	19226	*	*	*	2	35	17250	19328	*	*	*
PLANT SCIENCES	5	21	18797	17635	*	*	*	5	30	18797	18354	*	*	*
NATURAL RESOURCES	1	14	12480	20916	*	*	*	2	27	15987	21256	*	*	*
OTHER AGRICULTURAL SCIENC	2	13	19941	21337	*	*	*	2	81	19941	21605	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	25	510	26211	28906	30700	26500	21876	112	1726	27618	28659	31564	28000	24000
COMPUTER PROGRAMMING	1	20	18726	25985	*	*	*	4	138	22651	28316	*	*	*
INFORMATION SCIENCES & SY	5	82	25781	24675	*	*	*	76	427	26336	26428	28860	26400	23600
SYSTEMS ANALYSIS	+	4	+	26684				2	29	25550	28833	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	4	15	27200	23980	*	*	*	9	96	25311	24416	*	*	*
HEALTH SCIENCES	4	27	22633	22196	*	*	*	7	61	22680	21480	*	*	*
NURSING	3	111	25333	25169	*	*	*	6	334	23040	24915	*	*	*
PHARMACY	+	198	+	37727				+	308	+	36815			
SCIENCES														
ACTUARIAL	21	30	19853	23081	24000	20160	14400	21	62	19853	26778	24000	20160	14400
ARCHITECTURAL & ENVIRONME	57	88	25508	24986	29400	26400	19200	59	120	25538	24660	29400	26400	19200
BIOLOGICAL	9	57	18265	22098	*	*	*	11	126	18372	21495	*	*	*
CHEMISTRY	14	55	23868	25361	*	*	*	15	188	24010	26307	*	*	*
GEOLOGY & GEOLOGICAL SCI	7	10	22927	23579	*	*	*	8	29	21936	23674	*	*	*
MATHEMATICS	3	150	30532	25783	*	*	*	16	395	27592	26407	*	*	*
PHYSICS	2	17	15120	27199	*	*	*	2	68	15120	28022	*	*	*
OTHER PHYSICAL & EARTH SC	+	10	+	22100				+	25	+	22537			
TOTALS	2108	10307						4679	39018					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	222	976	$25325	$25551	$28200	$25500	$22500	611	5468	$25257	$25727	$27600	$25500	$23000
ACCOUNTING (PRIVATE)	40	396	22682	23587	25000	24000	19000	146	1516	23946	23517	26500	24500	21000
COMMERCIAL BANKING (CNSMR	4	120	17811	22113	*	*	*	12	370	22420	21676	*	*	*
COMMERCIAL BANKING (LENDG	6	76	21865	22381	*	*	*	21	299	24598	22835	27000	25000	24000
INVESTMT BANKING (CORP FN	1	63	15000	26404	*	*	*	3	141	23533	26750	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	27167				2	31	23652	29097	*	*	*
INVESTMT BANKG (REAL EST)	3	14	16800	19657	*	*	*	4	27	16600	22574	*	*	*
INVESTMT BANKG (SALES & T	+	18	+	26728				1	50	17500	24266	*	*	*
FINANCIAL/TREASURY ANALYS	80	418	25643	27264	30000	25992	20400	120	1056	24909	26367	30000	25650	18750
PORTFOLIO MGMT/BROKERAGE	1	52	12000	23744	*	*	*	3	141	24400	23772	*	*	*
UNDERWRITING	7	62	19799	21690	*	*	*	20	209	20567	21858	22000	20850	18000
MARKETING														
ADVERTISING	1	27	15600	19126	*	*	*	3	84	17523	19358	*	*	*
BRAND/PRODUCT MANAGEMENT	11	105	24873	23628	*	*	*	17	366	24212	23623	*	*	*
BUYER/MERCHANDISING	17	136	23530	22237	*	*	*	43	618	22555	22010	26400	22800	18000
MARKET RESEARCH	48	107	30530	27017	33120	32100	24696	52	240	30071	25636	33060	32040	24600
SALES	106	649	24714	23290	30000	24000	18000	201	2480	23956	23188	30000	24000	17000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	3	17	21332	20553	*	*	*	3	55	21332	20902	*	*	*
MEDIA PLANNING	+	13	+	19772				1	30	27000	20263	*	*	*
ON-AIR REPORTING	+	+	+	+				+	8	+	16438			
PRODUCTION	5	20	23006	21329	*	*	*	7	66	23119	22982	*	*	*
PUBLIC RELATIONS	8	49	16107	19980	*	*	*	12	133	16874	20118	*	*	*
WRITING / EDITING	2	48	15360	21090	*	*	*	5	165	17599	20239	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	18	19423	20551	*	*	*	5	61	19249	19582	*	*	*
FINANC,TAXA, MONETARY POL	79	107	25980	25392	26496	25992	24996	85	166	25632	24253	26496	25992	24996
ECONOMIC PROGRAMS	+	7	+	21979				3	25	20589	21081	*	*	*
LAW ENFORCEMENT	6	22	17778	25030	*	*	*	6	78	17778	22078	*	*	*
MILITARY	30	68	23260	22970	28000	22900	18000	48	198	23016	22087	28000	22900	18724
NATIONAL SECURITY	1	7	21000	23060	*	*	*	2	24	20327	24771	*	*	*
URBAN / REGIONAL PLANNING	3	10	25060	23302	*	*	*	4	31	22545	22819	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	60	113	21402	21019	29700	20796	15996	63	242	21612	21054	29700	21000	16764
COUNSELING	7	34	19527	18177	*	*	*	11	97	20136	17675	*	*	*
FUNDRAISING / DEVELOPMENT	3	13	28232	19092	*	*	*	3	19	28232	19057	*	*	*
SOCIAL WORK	2	25	17250	16702	*	*	*	8	87	17856	16550	*	*	*
ENGINEERING														
BIOENGINEERING	3	10	29264	31753	*	*	*	8	66	28982	30924	*	*	*
DESIGN / CONSTRUCT	143	720	28785	29274	32400	29000	24195	429	2786	29600	28849	33600	30000	24996
ENVIRONMENTAL/SANITATION	5	47	19848	26579	*	*	*	66	274	28237	28271	33600	29000	20463
MANUFACTURING/INDUSTRIAL	131	669	30319	29860	33600	31000	26000	346	3534	30876	30492	34400	31200	26400
SYSTEMS / PROGRAMMING	31	135	28137	29424	30600	29000	25000	82	587	29311	30036	32160	29400	25000
POWER SYSTEMS	43	125	28895	29846	33000	29400	25340	61	530	29166	30093	33000	29500	25340
SOFTWARE DESIGN & DEVELOP	32	243	29988	30608	33600	29700	27300	74	737	30135	30537	33000	30036	27400

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	2	68	$31575	$30661	*	*	*	74	484	$31291	$30888	$33150	$31350	$29000
RESEARCH & DEVELOPMENT	56	278	28038	29480	$34200	$29600	$18000	169	1232	29885	30658	34500	31000	24000
TESTING	40	177	29443	28563	32664	30250	25000	112	576	29681	28990	33504	30282	25000
PROCESS ENGINEERING	357	593	31134	31432	34500	31200	27000	700	2341	31791	31902	35400	32400	27600
OTHER ENGINEERING	23	249	27691	29434	30900	28000	25343	39	1465	28945	30614	33780	30000	25343
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	72	349	26903	27572	31500	27000	23496	208	1390	27020	27559	31488	27000	23496
INFORMATION SYSTEMS	5	148	25542	25870	*	*	*	23	574	25585	26766	29500	26500	23500
SYSTEMS ANALYSIS & DESIGN	84	216	28777	28587	32400	29100	24000	164	784	28064	28321	32004	28200	24000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	2	49	25498	27938	*	*	*	7	137	28464	28437	*	*	*
AGRICULTURE/NAT'L RESOURC	9	43	20758	19065	*	*	*	11	149	20075	20984	*	*	*
ARCHITECTURE	12	36	21123	21508	*	*	*	13	69	21298	22241	*	*	*
CONSULTING	60	366	27335	28947	30900	27000	24000	114	1336	27311	28373	30504	27000	24000
HUMAN RESRCS /INDUS RELS	13	91	22389	23718	*	*	*	26	266	22461	22937	27000	23200	18000
MANAGEMENT TRAINEE	128	969	21888	21943	27996	20800	16800	284	2928	21739	22080	27996	20800	17000
MATH/STATISTICIANS	+	22	+	24411				1	64	28745	25546	*	*	*
NURSES / PERSONAL CARE	3	112	25333	25211	*	*	*	6	335	23040	24958	*	*	*
OTHER HEALTH RELATED (EX	15	242	22491	34528	*	*	*	23	501	22384	31011	26400	22000	19000
PARALEGAL	2	87	23000	21354	*	*	*	2	113	23000	20958	*	*	*
PERFORMING ARTS (ENTERTAI	+	5	+	20983				+	15	+	16970			
RESEARCHERS NON-TECHNICAL	+	16	+	23905				+	47	+	23140			
RESEARCHERS - TECHNICAL	3	19	21080	25904	*	*	*	3	65	21080	22397	*	*	*
TEACHING	77	430	19289	19106	21300	19200	16300	109	1052	19096	18989	21800	19200	15700
TOTALS	2108	10307						4679	39018					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	14	115	$29249	$28772	*	*	*	140	463	$29892	$28849	$33000	$30000	$26000
MBA--NON-TECH	36	240	32356	33794	$40000	$31100	$26000	163	885	32147	33873	40000	30000	25500
MBA--TECH	29	88	29857	33532	33300	30000	25800	50	268	33442	37102	41000	31300	26400
MS-BUSINESS	4	12	24650	34303	*	*	*	10	60	25110	33244	*	*	*
DISTRIBUTION MANAGEMENT	1	2	28500	30450	*	*	*	1	3	28500	30600	*	*	*
ECONOMICS & FINANCE (BANK	6	29	26082	30570	*	*	*	16	194	27287	34050	*	*	*
HOTEL/RESTAURANT MNGMT	+	1	+	20100				+	1	+	20100			
HUMAN RESOURCES (INCL LAB	+	13	+	32100				2	44	27200	31947	*	*	*
MANAGEMENT INFORMATION SY	2	4	30768	33984	*	*	*	7	42	29819	32067	*	*	*
MARKETING/MKTNG MGT (RESE	+	10	+	31966				2	70	25750	34105	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	2	+	19800				+	5	+	23520			
JOURNALISM	+	1	+	24000				2	5	22600	23240	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	4	+	24250				3	16	21767	23971	*	*	*
ELEMENTARY EDUCATION	+	14	+	22454				+	31	+	22037			
PHYSICAL EDUCATION	+	+	+	+				+	1	+	12000			
READING EDUCATION	+	+	+	+				+	1	+	16380			
SPECIAL EDUCATION	+	11	+	21791				1	27	20000	21810	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	18054			
LETTERS	+	4	+	23251				+	9	+	24334			
VISUAL & PERFORMING ARTS	+	+	+	+				+	14	+	19945			
HUMANITIES - OTHER	+	1	+	24000				+	2	+	32000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	18000				+	5	+	19185			
POLITICAL SCIENCE / GOVT	+	7	+	30029				+	12	+	29409			
PSYCHOLOGY	2	9	17496	25737	*	*	*	2	27	17496	24390	*	*	*
SOCIOLOGY	+	+	+	+				1	5	22000	24272	*	*	*
SOCIAL SCIENCES - OTHER	+	17	+	27603				1	26	24096	26030	*	*	*

continued

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/89 THROUGH 8/9/89							CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	7	14	$38558	$35710	*	*	*	16	84	$35210	$34381	*	*	*
AGRICULTURAL	1	1	32400	32400	*	*	*	1	1	32400	32400	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				2	11	34766	34930	*	*	*
CHEMICAL	17	64	35809	35548	*	*	*	29	209	35722	35952	$37320	$36120	$33000
CIVIL	15	49	30007	31180	*	*	*	38	203	31364	30833	34800	31000	27996
COMPUTER	8	21	35126	35170	*	*	*	10	100	34341	36760	*	*	*
ELECTRICAL/ELECTRONIC	12	156	36583	35504	*	*	*	87	661	37462	36215	41200	37200	33000
INDUSTRIAL	22	45	33547	33835	$37800	$34100	$29520	28	119	33525	34295	37800	34100	29520
MECHANICAL	16	82	33913	34525	*	*	*	61	470	35608	35131	41300	35000	30396
METALLURGICAL	+	3	+	37600				+	69	+	35039			
MINING & MINERAL	+	2	+	33768				1	14	32000	31920	*	*	*
NUCLEAR	6	7	35864	35998	*	*	*	7	16	34718	34888	*	*	*
PETROLEUM	3	4	38700	36825	*	*	*	21	27	39625	38231	42960	37800	36000
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	25250				+	21	+	27753			
HEALTH SCIENCES	2	7	18650	23952	*	*	*	3	21	20433	22572	*	*	*
NURSING	+	1	+	33600				+	8	+	26780			
SCIENCES														
AGRICULTURAL & NATL RESOU	9	11	23044	23900	*	*	*	9	14	23044	23835	*	*	*
ARCHITECTURAL & ENVIRONME	1	1	34980	34980	*	*	*	1	3	34980	27327	*	*	*
BIOLOGICAL	+	+	+	+				+	5	+	25063			
CHEMISTRY	8	14	29682	29390	*	*	*	9	50	30017	31382	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	4	63	33373	35294	*	*	*	21	251	33380	35690	36000	32500	30900
SCIENCES														
GEOLOGY & RELATED GEOLOGI	7	22	31701	32927	*	*	*	15	80	32081	31148	*	*	*
MATHEMATICS (INCL ACTUARI	+	11	+	29647				1	36	30000	30932	*	*	*
PHYSICS	+	4	+	32681				+	14	+	30686			
POLYMER	+	+	+	+				+	6	+	34137			
TOTALS	233	1169						761	4712					

Master's Degree Candidates - Experience [1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 6/5/89 THROUGH 8/9/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	23	91	$33926	$35815	$45000	$33800	$27000
MBA--TECH	+	7	+	38600			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	20	106	33470	38571	42000	32500	24800
MBA--TECH	4	23	30251	36006	*	*	*
OVER 4 YEARS							
MBA--NON-TECH	19	139	46763	44474	*	*	*
MBA--TECH	1	36	65000	50628	*	*	*
TOTALS	67	402					

CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	89	529	$35399	$41283	$45000	$35000	$26400
MBA--TECH	20	136	38526	44282	50400	35500	32000
OVER 2 TO 4 YEARS							
MBA--NON-TECH	108	605	38403	42952	48000	38400	27360
MBA--TECH	33	263	43521	46921	65000	42000	32004
OVER 4 YEARS							
MBA--NON-TECH	58	540	40664	44529	50000	39800	30996
MBA--TECH	26	212	47252	49296	52000	47248	35372
TOTALS	334	2285					

1 Years of previous full time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 6/5/89 THROUGH 8/9/89

CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT	2	3	$47500	$44333	*	*	*	2	6	$47500	$47333	*	*	*
COMPUTER & INFOR SCIENCES	+	3	+	48117				+	19	+	49743			
EDUCATION														
EDUCATION ADMINISTRATION	6	19	41430	47075	*	*	*	6	33	41430	44168	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	3	5	31600	38060	*	*	*	3	5	31600	38060	*	*	*
ENGLISH	+	4	+	23750				+	8	+	24125			
FOREIGN LANGUAGES	+	3	+	25000				+	4	+	25250			
PSYCHOLOGY	+	1	+	26462				+	11	+	32965			
SOCIOLOGY	+	+	+	+				+	1	+	27000			
ENGINEERING														
AEROSPACE	1	3	52000	45647	*	*	*	7	12	50829	49493	*	*	*
CHEMICAL	15	55	48274	47331	*	*	*	39	212	48625	47717	$52000	$48900	$46800
CIVIL	2	6	47100	42033	*	*	*	2	13	47100	39438	*	*	*
COMPUTER	4	4	51249	51249	*	*	*	4	9	51249	52433	*	*	*
ELECTRICAL/ELECTRONIC	1	30	45060	53205	*	*	*	3	75	48353	50482	*	*	*
MECHANICAL	1	6	49200	48967	*	*	*	2	21	45200	46771	*	*	*
METALLURGICAL	+	7	+	46643				1	24	49200	48464	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	2	6	42660	45470	*	*	*	2	8	42660	43278	*	*	*
BIOLOGICAL	+	1	+	50000				+	1	+	50000			
CHEMISTRY	10	41	43033	42888	*	*	*	14	198	41438	43147	*	*	*
GEOLOGICAL SCIENCES	2	6	30900	32417	*	*	*	2	15	30900	33431	*	*	*
MATHEMATICS	2	4	58800	53375	*	*	*	2	8	58800	45438	*	*	*
PHYSICS	+	10	+	41599				+	28	+	42263			
POLYMER	+	1	+	50000				+	14	+	44626			
TOTALS	51	218						89	725					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25586 704 32004/23750			23800 6	26002 2		24000 3	25998 4	20640 5
BUSINESS ADMIN (INCL MGMT	25939 7			24000 - 1		12000 1	25140 4	30800 1	22840 5
ECONOM & FINANCE (BANKING	25862 21 32000/23500			24840 41 32000/23500	24333 3	25355 2	24751 4	27237 19	22989 19
MANAGEMENT INFO SYSTEMS	27633 12				24000 1	28439 8	25974 10	28559 5	24996 1
MARKETING/MARK MGMT (RESR				20333 3		21523 4	19760 5	24248 4	19603 9
REAL ESTATE			21996 1						15600 1
ADVERTISING				24000 1					
COMMUNICATIONS	24000 1			30000 1			17000 1		14250 1
JOURNALISM		14400 1				22158 5	12000 1		
TELECOMMUN/BROADCASTING						12000 1			
LETTERS (incl English, Li							24000 1	24996 1	19998 2
VISUAL & PERFORMING ARTS			19920 1						
HISTORY	30000 1			24000 1				27496 3	21000 2
POLITICAL SCIENCE/GOVT				30000 1			26400 1		
PSYCHOLOGY				18000 1				24996 1	25000 1
SOCIOLOGY									27480 1
AEROSPACE & AERONAUTICAL								28575 4	
ARCHITECTURAL								27314 7	
BIOENGINEERING & BIOMEDIC								27000 1	
CHEMICAL								32589 17	
CIVIL			26850 2					28158 35 37200/26300	
COMPUTER	27450 2					33792 1	25200 1		
ELECTRICAL/ELECTRONIC	26250 2					29657 10	33020 6	30119 16	

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 2

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
INDUSTRIAL	27567 3					29188 3		26996 3	
MECHANICAL								28638 25 38700/25500	34992 1
PETROLEUM						30000 1			
ENGINEERING TECHNOLOGY								20800 1	
AGRIBUSINESS					24000 1			24960 1	
COMPUTER SCIENCE	30000 1					29567 6	22800 7	30800 2	
INFORMATION SCIENCES & SY	29250 2					26500 1	23951 7		25800 2
ARCHITECTURAL & ENVIRONME			21306 12						
MATHEMATICS	27500 1			15600 1		27400 2		27500 1	

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING		REAL ESTATE	
ACCOUNTING	24000	1			25000	3			20071	7							21000	1
BUSINESS ADMIN (INCL MGMT	17965	6	22119	3	24421	13	30000	1	20005 26000/17000	31	21625	4						
ECONOM & FINANCE (BANKING	21985	7	21015	6	22380	17			20864	18							14800	3
HOTEL/RESTAURANT MGMT.	26000	1	20936	5														
HUMAN RSRCS (incl LABOR R					18000	1			19667	3								
MANAGEMENT INFO SYSTEMS	27000	1	18000	1	25166	9			22750	4								
MARKETING/MARK MGMT (RESR	19050	4	18020	6	21454	10			20243 28800/18000	72					26750	2	35000	1
REAL ESTATE																	18000	1
ADVERTISING									18700	1								
COMMUNICATIONS	23000	1	19000	1	18000	1			22767	6							13500	1
JOURNALISM					18000	1			26671	8					15600	1		
PHYSICAL EDUCATION					14400	1												
TEXTILES & CLOTHING									12720	2								
FOREIGN LANGUAGES									20600	1								
LETTERS (incl English, Li									22000	1					15360	2		
VISUAL & PERFORMING ARTS	16800	1			21996	1			20172	6								
HUMANITIES - OTHER									20000	2								
CRIMINAL JUSTICE													17470	1				
HISTORY			24000	1			16000	1	19200	1								
POLITICAL SCIENCE/GOVT			18200	2					17951	4								
PSYCHOLOGY									19656	12								
SOCIOLOGY					18000	1												
AEROSPACE & AERONAUTICAL					31000	1												

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
CHEMICAL			33600 1						
CIVIL							28500 2		28500 1
COMPUTER			24498 2		25500 1			27500 1	
ELECTRICAL/ELECTRONIC			31000 1						
INDUSTRIAL			28000 1		28500 1				
MECHANICAL			29176 3						
ENGINEERING TECHNOLOGY					26004 1				
INDUSTRIAL TECHNOLOGY			24000 1						
AGRIBUSINESS		20400 2			20468 3				24996 2
COMPUTER SCIENCE					23333 3				
COMPUTER PROGRAMMING			24000 1						
INFORMATION SCIENCES & SY			23602 2		26068 10				
SYSTEMS ANALYSIS					27100 1				
NURSING						15000 1			
ACTUARIAL	24600 1						15240 1		
BIOLOGICAL			20000 1		12000 1				
GEOLOGY & GEOLOGICAL SCI							18000 1		
MATHEMATICS			27996 1						

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			23067 6	21733 3		21256 12	20929 18	17639 2	
BUSINESS ADMIN (INCL MGMT		17750 4	24000 1	20820 8	21000 1	19515 15	22000 2	14000 1	20000 1
DISTRIBUTION MANAGEMENT						19875 1			
ECONOM & FINANCE (BANKING				27000 3	18000 1	19868 12	15000 1		
HOTEL/RESTAURANT MGMT		18360 2		21600 1		18000 1			
HUMAN RSRCS (incl LABOR R					27000 1				
MANAGEMENT INFO SYSTEMS		25749 4	24522 2	27480 1	25700 2	20780 5	25000 1		
MARKETING/MARK MGMT (RESR		19613 6	18375 2	21333 6	13273 1	18297 7		23254 2	22413 3
REAL ESTATE						18726 1	15000 1		
ADVERTISING					20000 1				
COMMUNICATIONS		17500 1							
JOURNALISM					20400 3	19300 1	15000 1		
ELEMENTARY EDUCATION					18940 79 26000/16000	26016 1			
PRE-ELEMENTARY EDUCATION					20000 1				
PHYSICAL EDUCATION					18500 3			17136 2	
SPECIAL EDUCATION					19551 9				
HUMAN ECOLOGY (HOME ECONO					17800 1			20333 3	21500 3
FOREIGN LANGUAGES					18000 1				
LETTERS (incl English, Li				17496 1					
VISUAL & PERFORMING ARTS				17136 1	17983 3				
HUMANITIES - OTHER							10800 1		
CRIMINAL JUSTICE						17248 1	18820 5		
HISTORY						23000 1			

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
POLITICAL SCIENCE/GOVT					18000 1	19463 1			13200 2
PSYCHOLOGY					15000 1	18480 2	17659 3		
SOCIOLOGY							14400 1	23100 3	18250 2
SOCIAL SCIENCES OTHER						22388 3			
AEROSPACE & AERONAUTICAL						25134 10			
AGRICULTURAL							19000 1		
ARCHITECTURAL			26300 1						
BIOENGINEERING & BIOMEDIC						24300 1			
CHEMICAL						26500 2	23886 2		
CIVIL	26250 1	25260 24 33600/23616	30044 13	27632 3		22271 17	27265 42 35120/23952		
COMPUTER		25992 1	27455 2			21208 3	23000 1		
ELECTRICAL/ELECTRONIC	31791 6		30067 28 33000/28800			25006 44 33000/21000	31088 5		
INDUSTRIAL		26000 1	29627 3			25186 5			
MECHANICAL	30594 2		29474 14			24112 12	27953 4		
METALLURGICAL			19500 1						
PETROLEUM						28500 4			
ENGINEERING TECHNOLOGY	27996 1	27000 2	25992 1				21320 1		
INDUSTRIAL TECHNOLOGY						15118 1			
AGRIBUSINESS				21600 1					
ANIMAL SCIENCES						15000 1			
PLANT SCIENCES							21000 1		
NATURAL RESOURCES							19493 1		
OTHER AGRICULTURAL SCIENC									20388 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER SCIENCE		24233 6	26144 4			19628 5			12000 1
COMPUTER PROGRAMMING						18302 2			
INFORMATION SCIENCES & SY		24088 8	27000 2			24900 1			
ALLIED HEALTH					26000 1			22960 5	29000 3
HEALTH SCIENCES					22000 1			23113 2	23133 3
NURSING								24648 5	
ACTUARIAL	14368 3				20160 1				
ARCHITECTURAL & ENVIRONME						35664 1			
BIOLOGICAL					17830 5	22800 1			20148 1
CHEMISTRY	17932 3				15996 1				21000 1
GEOLOGY & GEOLOGICAL SCI		15000 1		19200 1					
MATHEMATICS		24000 1			32600 2	28745 1			

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING				18250 2			21000 2	21000 2	26432 9
BUSINESS ADMIN (INCL MGMT			18000 1	19200 1	22000 1		30000 1	19000 2	23033 3
ECONOM & FINANCE (BANKING				28896 1	24093 12	23000 1		19500 1	25250 2
HOTEL/RESTAURANT MGMT					28000 1				
HUMAN RSRCS (incl LABOR R					19900 1				
MANAGEMENT INFO SYSTEMS				25200 1	25441 12			24000 1	28820 4
MARKETING/MARK MGMT (RESR	25000 1			20000 1	26568 2			18000 1	25001 12
COMMUNICATIONS						17000 1			12000 1
JOURNALISM					22800 3	18480 1			
PHYSICAL EDUCATION	24000 1		11520 1	18700 1					
LETTERS (incl English, Li					20000 1		18000 1		
CRIMINAL JUSTICE			10000 1						
POLITICAL SCIENCE/GOVT				14646 2			24480 1	15600 1	
PSYCHOLOGY			17750 2	16996 2					
SOCIOLOGY			23394 2						
SOCIAL SCIENCES-OTHER			21378 1						
AEROSPACE & AERONAUTICAL					29739 130 35100/27600				
ARCHITECTURAL								25689 11	
BIOENGINEERING & BIOMEDIC					29264 3				
CHEMICAL					31100 2			33600 6	33347 244 37200/32400
CIVIL				32600 3	29614 7		27500 1	27843 39 31800/24600	31091 7
COMPUTER				33078 2	30293 13		26664 1		29250 2
ELECTRICAL/ELECTRONIC					30078 94 38000/27000		29156 6	30763 16	32351 53 36120/31000

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
INDUSTRIAL					31125 13	29000 1	30660 3	30000 3	31044 5
MECHANICAL					29485 78 35400/26000		30673 25 38000/28000	30528 20 33000/28800	32603 93 37000/30900
METALLURGICAL					30000 1				32160 1
PETROLEUM							25200 1		
ENGINEERING TECHNOLOGY					28340 4		26000 8	25908 11	28200 2
INDUSTRIAL TECHNOLOGY					28800 1				
AGRIBUSINESS						19710 4			27996 1
ANIMAL SCIENCES						19500 1			
PLANT SCIENCES						18246 4			
NATURAL RESOURCES		12480 1							
OTHER AGRICULTURAL SCIENC						19493 1			
COMPUTER SCIENCE			24000 1		29168 21 36300/26000				28504 5
COMPUTER PROGRAMMING					30000 1				
INFORMATION SCIENCES & SY					26660 14				
HEALTH SCIENCES			21132 1						
ACTUARIAL			28800 1	14400 2		20158 7		24000 1	
ARCHITECTURAL & ENVIRONME					23400 1			26430 44 32496/22104	29100 1
BIOLOGICAL				13992 1					24000 1
CHEMISTRY									26845 8
GEOLOGY & GEOLOGICAL SCI			15600 2						
MATHEMATICS					27880 3				
PHYSICS	18000 1								

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	23460 6	22500 2						25000 2	24522 60 30000/23000
BUSINESS ADMIN (INCL MGMT	24000 1	24465 3	25180 5	23750 2	20796 1			21000 1	24761 22 31200/21600
ECONOM & FINANCE (BANKING	23957 7	24969 7	27000 1	19608 2	30000 2		23664 5		25475 41 34000/24000
HUMAN RSRCS (incl LABOR R									25000 2
MANAGEMENT INFO SYSTEMS	27423 9	27340 4	23076 2						27588 66 34200/25000
MARKETING/MARK MGMT (RESR	21333 9	22698 4	23459 16	24099 7				15520 2	25729 17
COMMUNICATIONS			17000 2						20793 1
JOURNALISM				23500 1					
POLITICAL SCIENCE/GOVT	24480 1		27996 1						
AEROSPACE & AERONAUTICAL	32178 2								
ARCHITECTURAL					28800 1				31000 1
CHEMICAL	31991 6	32800 2	32900 4	33000 1				33086 7	33443 127 45600/31000
CIVIL	30990 4	31090 1			26613 3				31483 22 34000/29700
COMPUTER	30825 32 38100/27600	27300 3							29763 19
ELECTRICAL/ELECTRONIC	31039 100 36700/28200	31007 107 48000/27500	32379 5		33900 5			34193 3	32533 46 37000/30900
INDUSTRIAL	29178 11	27884 14		30300 6	27998 2				30267 6
MECHANICAL	31148 24 38400/28800	30154 50 37000/27600	30290 18	31000 2	30867 12	31500 2	29600 1	31217 7	31860 124 38000/27600
NUCLEAR	30000 1								
PETROLEUM		30600 1							32084 93 50550/25200
ENGINEERING TECHNOLOGY	27791 11	27142 14	31133 3					34400 1	30992 5
INDUSTRIAL TECHNOLOGY	28200 1	30000 1			22500 1			30000 1	
AGRIBUSINESS			21996 1						
COMPUTER SCIENCE	28961 11	30463 6							28510 30 31500/27000

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL	
INFORMATION SCIENCES & SY	26434	6	26800	6	30000	3	27200	1					27996	11
SYSTEMS ANALYSIS													24000	1
ACTUARIAL					22776	4								
CHEMISTRY					26400	1							28200	1
GEOLOGY & GEOLOGICAL SCI													30696	3
MATHEMATICS	27900	1											28500	1
PHYSICS													12240	1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THPOUGH 8/9/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING						23001 3
BUSINESS ADMIN (INCL MGMT			26506 1		24000 2	26232 1
ECONOM & FINANCE (BANKING						32664 3
MARKETING/MARK MGMT (RESR			30000 1		18750 2	22284 2
HISTORY	12672 1					
POLITICAL SCIENCE/GOVT			25200 1			
CHEMICAL						35429 5
CIVIL			26300 1	22800 1		28089 4
ELECTRICAL/ELECTRONIC		31200 1	32030 11			32142 22 37056/30120
INDUSTRIAL			29700 4		25998 2	30600 5
MECHANICAL		31800 2	29275 4	29400 1	28600 1	30174 15
PETROLEUM			32400 1			24000 1
ENGINEERING TECHNOLOGY		25200 1	25755 9	33600 1		29364 4
INDUSTRIAL TECHNOLOGY			25000 1			26498 2
COMPUTER SCIENCE	32940 3					
MATHEMATICS						30096 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	25633 746 34100/23700	14400 1	20958 2	24505 56 32000/18900	24834 6	23767 21 31660/18492	23650 30 31200/17000	26962 38 36000/24000	21701 47 32500/17500
BACHELOR - TECHNICAL	27827 11		22098 14	15600 1	24000 1	29443 24 33792/27000	26218 21 42500/23000	29078 113 38700/25992	28864 3

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	20667 22 37472/18000	20106 25 27996/18000	22799 58 40027/18000	23000 2	20493 179 40000/16992	21625 4	17470 1	19964 5	18843 7
BACHELOR - TECHNICAL	24600 1	20400 2	26888 15		24342 21 28500/21000	15000 1	22560 4	27500 1	26164 3

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		20347 17	22563 11	21853 24 30000/17200	19104 109 28400/15700	20062 64 30000/15738	19500 34 25530/15000	20028 13	19513 11
BACHELOR - TECHNICAL	25192 16	24758 44 33600/21000	29265 69 34800/26000	24739 5	21682 11	24121 111 35664/19654	26965 58 35400/22698	23689 12	22994 10

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	24500 2		17898 8	19253 11	24420 33 28140/22700	19493 3	22896 5	19638 8	25315 31 32000/22500
BACHELOR - TECHNICAL	18000 1	12480 1	21026 5	25844 8	29647 386 42000/26500	20051 18	29358 45 38000/25200	28045 151 35400/24000	32723 423 37200/30600

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	24113 33 33250/16000	24667 20 31660/22000	23570 27 28800/21050	23243 12	26932 3		23664 5	20408 5	25787 209 34200/23000
BACHELOR - TECHNICAL	30515 210 38400/27000	30140 205 48000/27000	29785 39 39996/24000	30400 10	30293 24 36000/26400	31500 2	29600 1	32479 19	31878 401 50550/27000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL	12672 1		27235 3		21375 4	26422 9
BACHELOR - TECHNICAL	32940 3	30000 4	29152 31 36000/25000	28600 3	26865 3	30962 59 37200/27600

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25318 590 32004/23500	23464 106 33250/20400	26000 2			24504 1			26038 62 30996/21500
BUSINESS ADMIN (INCL MGMT	22180 4		15900 1	24000 1		22800 1			21098 2
ECONOM & FINANCE (BANKING	24695 15	25248 38 32000/23424	23680 5	24628 20 32000/19500	23533 3		14133 3	17500 1	24339 40 34000/18726
MANAGEMENT INFO SYSTEMS		24622 1							24996 1
MARKETING/MARK MGMT (RESR	18726 1	24888 1	20686 4						24146 5
REAL ESTATE									15500 1
COMMUNICATIONS	17000 1								14250 1
LETTERS (incl English, Li									19998 2
HISTORY									26000 3
PSYCHOLOGY									18000 1
INDUSTRIAL									30600 1
AGRIBUSINESS							24000 1		
ACTUARIAL									16848 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING				23500 2		26400 2			
BUSINESS ADMIN (INCL MGMT	28700 1	21440 5		24960 1	25273 6	24526 2	21033 21 30000/17000		
DISTRIBUTION MANAGEMENT					19875 1				
ECONOM & FINANCE (BANKING	32500 1	20965 7		22333 3	23899 7	22500 1	23473 18		
HOTEL/RESTAURANT MGMT							16850 2		
HUMAN RSRCS (incl LABOR R				19500 1	19750 2				
MANAGEMENT INFO SYSTEMS							26000 1		
MARKETING/MARK MGMT (RESR	12000 1	21267 3	22568 1	19833 3	20452 15	27629 5	22416 81 35000/17500		
REAL ESTATE		18000 1						21996 1	
ADVERTISING					18700 1	20000 1			
COMMUNICATIONS							17800 5		
JOURNALISM			15000 2			24696 1	17833 3	25200 1	
PHYSICAL EDUCATION							14400 1		
LETTERS (incl English, Li							18000 1		
VISUAL & PERFORMING ARTS		21996 1			26496 1				
HUMANITIES - OTHER					20000 2				
HISTORY					19200 1	12672 1			
POLITICAL SCIENCE/GOVT							25539 4		
PSYCHOLOGY				17500 1	24329 3		24500 2		
SOCIOLOGY		18000 1					27480 1		
CHEMICAL						33111 20 36000/32820	32228 8		
CIVIL				30960 1		30600 2	28300 1		
ELECTRICAL/ELECTRONIC						31600 3	30020 7		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
INDUSTRIAL				30150 2		30819 4	28500 1		
MECHANICAL						32060 6	30345 10		
PETROLEUM				32496 1			30600 1		
ENGINEERING TECHNOLOGY				26196 2	26850 4		26849 24 37200/24000		
AGRIBUSINESS							24897 4		
INFORMATION SCIENCES & SY									27000 1
ACTUARIAL							22564 3		
ARCHITECTURAL & ENVIRONME						26550 2		16800 1	
BIOLOGICAL		20000 1					24000 1		
CHEMISTRY						28440 2	27600 1		
MATHEMATICS		15600 1							

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING					19423 1	25613 83 30000/24996			24000 1
BUSINESS ADMIN (INCL MGMT		21600 1	17000 3		18930 2				20745 5
ECONOM & FINANCE (BANKING						26400 2	18720 1		22840 5
MANAGEMENT INFO SYSTEMS									20800 3
MARKETING/MARK MGMT (RESR			16960 3	13273 1					20333 3
REAL ESTATE									18726 1
COMMUNICATIONS			13500 1						
JOURNALISM			17160 3						
TELECOMMUN/BROADCASTING		12000 1							
ELEMENTARY EDUCATION									26016 1
LETTERS (incl English, Li				18680 4					
VISUAL & PERFORMING ARTS			17136 1						
HUMANITIES - OTHER								10800 1	
CRIMINAL JUSTICE							17248 1	18718 4	
HISTORY									23000 1
POLITICAL SCIENCE/GOVT					19463 1				
PSYCHOLOGY			18492 1						18480 2
SOCIAL SCIENCES-OTHER					19500 1				23832 2
AEROSPACE & AERONAUTICAL									23918 5
CHEMICAL									26500 2
CIVIL									20445 3
ELECTRICAL/ELECTRONIC		30612 3							23400 5
INDUSTRIAL									25848 2

AVERAGE SALARY OFFERS BY CURRICULUM/FUNCTION — SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT — CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
MECHANICAL									25200 1
PETROLEUM									27000 2
AGRIBUSINESS		21996 1							
PLANT SCIENCES								21000 1	
COMPUTER SCIENCE									21876 1
INFORMATION SCIENCES & SY							25800 1		24900 1
ACTUARIAL		14400 1							
ARCHITECTURAL & ENVIRONME									35664 1
BIOLOGICAL									22800 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
ACCOUNTING			26400 2						
BUSINESS ADMIN (INCL MGMT			21676 10	21000 2					
ECONOM & FINANCE (BANKING	21000 1		25950 4		27948 2				
MANAGEMENT INFO SYSTEMS			26676 2						
MARKETING/MARK MGMT (RESR			17918 10						
JOURNALISM			24696 1						
PHYSICAL EDUCATION			17846 2						
VISUAL & PERFORMING ARTS			19672 3						
CRIMINAL JUSTICE				18700 1		14000 2			
POLITICAL SCIENCE/GOVT			14800 3	18492 1					
PSYCHOLOGY			18664 3	18250 2		17326 3			
SOCIOLOGY			28788 1	21950 4					
SOCIAL SCIENCES-OTHER						21378 1			
AEROSPACE & AERONAUTICAL								29206 27 32500/27000	
ARCHITECTURAL								26616 17	
BIOENGINEERING & BIOMEDIC							28023 4		
CHEMICAL							30980 2	33380 24 36000/32100	28218 5
CIVIL		25110 2	21996 1					26936 107 34000/23952	28722 47 35120/24050
COMPUTER								31720 1	
ELECTRICAL/ELECTRONIC	19654 1						26000 1	31205 102 43000/28000	31676 5
INDUSTRIAL			28834 5					28656 5	
MECHANICAL							31800 1	30821 120 38000/27600	32276 4
METALLURGICAL								30000 1	19500 1

AVERAGE SALARY OFFERS — SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT — Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION — CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 — 90th: 22080 / 10th: 18330 — PART 4 - PAGE 2

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
PETROLEUM								31178 7	
ENGINEERING TECHNOLOGY			22500 2					25086 8	
INDUSTRIAL TECHNOLOGY								24996 1	
AGRIBUSINESS		24960 1	20700 2						
NATURAL RESOURCES			12480 1			19493 1			
ALLIED HEALTH			30000 1						
HEALTH SCIENCES						22000 1			
ACTUARIAL			21679 5		28800 1				15240 1
ARCHITECTURAL & ENVIRONME			19756 3					27080 9	
CHEMISTRY			22200 2						
GEOLOGY & GEOLOGICAL SCI		15000 1							16800 3
PHYSICS				18000 1					

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING						23000 1			
BUSINESS ADMIN (INCL MGMT	25800 1		19000 1						
ECONOM & FINANCE (BANKING	25800 1	23520 1				18000 1		32664 3	
MANAGEMENT INFO SYSTEMS		27635 14		31600 3					
MARKETING/MARK MGMT (RESR	18000 1								
AEROSPACE & AERONAUTICAL	29788 8	29692 11	28651 1	28854 7	32240 5	30029 34 35100/27600	29130 15	29784 16	28950 2
ARCHITECTURAL							26850 4		
CHEMICAL	33356 53 41400/32400	29000 2		28000 1		32770 28 35230/31500	33711 15	33535 262 45600/32000	33780 1
CIVIL	29220 8	31200 2	29400 1	30480 1		28832 6	25125 2	29507 37 33600/26940	29767 3
COMPUTER	28300 2	31730 16		29380 11		30999 1	30559 5		
ELECTRICAL/ELECTRONIC	30421 57 36000/27000	29856 18	28975 39 37000/24342	30702 36 36700/27600	31311 57 36000/29100	30766 51 37056/26400	30466 43 36000/27000	31155 105 39996/28000	28836 19
INDUSTRIAL	28566 38 32280/26000	30600 1				33067 3	29500 1	31135 15	22464 2
MECHANICAL	30723 147 38400/26400	29094 7	29965 16	29341 8	31910 8	31077 23 38700/28500	27803 19	31400 155 37000/28000	30885 4
METALLURGICAL	32160 1								
NUCLEAR								30000 1	
PETROLEUM	35735 19		30000 1			32505 4		31046 64 49200/25200	26236 3
ENGINEERING TECHNOLOGY	29033 5		33600 1	33000 1	28575 4	26057 7	25000 2	29768 11	38400 1
INDUSTRIAL TECHNOLOGY	20059 2			29100 2				22500 1	28400 2
COMPUTER SCIENCE	27900 1	26764 7	29000 1	30100 3					
INFORMATION SCIENCES & SY		26467 3							
ACTUARIAL						14253 4			
ARCHITECTURAL & ENVIRONME							27996 1	27543 26 32496/24696	29400 1
BIOLOGICAL						13992 1	20148 1		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/		SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG		HARDWARE DESIG	RESEARCH & DEV		TESTING		PROCESS ENGINE		OTHER ENGINEER	
CHEMISTRY	28440	2						19448	4	18000	1	29400	1	28200	1
GEOLOGY & GEOLOGICAL SCI								22800	1	29096	3				
MATHEMATICS					30096	1						27880	3		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
ACCOUNTING	20000 3			23000 1			28598 5		21833 3
BUSINESS ADMIN (INCL MGMT	24000 1		27450 4	30264 2			27998 7	23754 10	21058 62 28000/17000
ECONOM & FINANCE (BANKING	25500 2	23500 2	25000 3				26803 25 37472/24996	20016 1	22125 45 30000/18000
HOTEL/RESTAURANT MGMT									22367 9
HUMAN RSRCS (incl LABOR R								22980 5	
MANAGEMENT INFO SYSTEMS	26716 66 31404/24000	24674 10	26642 40 32100/24000				28270 17	23000 1	24783 7
MARKETING/MARK MGMT (RESR	29500 2						24248 4	15738 1	21081 77 34000/18000
REAL ESTATE									15000 1
ADVERTISING									24000 1
COMMUNICATIONS								21448 4	22138 8
JOURNALISM									24164 15
PHYSICAL EDUCATION							24000 1		
TEXTILES & CLOTHING									12720 2
FOREIGN LANGUAGES									20600 1
LETTERS (incl English, Li							24996 1		19748 2
VISUAL & PERFORMING ARTS									18060 4
HISTORY							25122 4		24000 1
POLITICAL SCIENCE/GOVT	26400 1								18289 9
PSYCHOLOGY							24996 1	15000 1	16179 5
SOCIOLOGY								18000 1	14400 1
AEROSPACE & AERONAUTICAL	28680 2		29749 10	31000 1			27450 2		28992 1
AGRICULTURAL					19000 1				
BIOENGINEERING & BIOMEDIC							27000 1		

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
CHEMICAL			23712 1						34500 2
CIVIL					22800 1		26287 8		
COMPUTER	28762 23 34200/24600		28575 26 32448/25200				27450 2		
ELECTRICAL/ELECTRONIC	32196 2		34036 14				29448 14		31356 5
INDUSTRIAL			29886 4				27774 8		31200 3
MECHANICAL			30092 3	28364 2			26389 6		
ENGINEERING TECHNOLOGY			29468 3				20800 1		26398 5
INDUSTRIAL TECHNOLOGY								27000 2	
AGRIBUSINESS					23244 1				19400 6
ANIMAL SCIENCES					17250 2				
PLANT SCIENCES					18328 3		18000 1		
OTHER AGRICULTURAL SCIENC					19493 1				
COMPUTER SCIENCE	28013 60 33600/24000	25138 3	27129 31 36300/24000				29533 3		25488 2
COMPUTER PROGRAMMING	22651 4								
INFORMATION SCIENCES & SY	25706 39 30000/23004	27413 8	26936 22 30000/26000				30000 1		
SYSTEMS ANALYSIS			25550 2						
ACTUARIAL					23400 2				20784 2
ARCHITECTURAL & ENVIRONME						21298 13			23898 2
BIOLOGICAL									12000 1
MATHEMATICS	26433 3		28500 1	27996 1			27500 2		27400 1
PHYSICS									12240 1

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT				30000 1				21000 1
ECONOM & FINANCE (BANKING								18000 1
MARKETING/MARK MGMT (RESR			21120 2					
JOURNALISM								18000 1
ELEMENTARY EDUCATION								18940 79 26000/16000
PRE-ELEMENTARY EDUCATION								20000 1
PHYSICAL EDUCATION			17280 1					16755 4
SPECIAL EDUCATION								19551 9
HUMAN ECOLOGY (HOME ECONO			20917 6					17800 1
FOREIGN LANGUAGES								18000 1
VISUAL & PERFORMING ARTS								17983 3
HISTORY				16000 1				
SOCIOLOGY			18000 1					
OTHER AGRICULTURAL SCIENC			20388 1					
ALLIED HEALTH			24725 8					
HEALTH SCIENCES			23406 4					21566 2
NURSING		23040 6						
ACTUARIAL								20160 1
BIOLOGICAL							21120 2	15636 3
CHEMISTRY							21000 1	
MATHEMATICS	28745 1							32600 2

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25257 611 32004/23000	23946 146 33250/21000	22420 12	24598 21 32000/24000	23533 3	23652 2	14133 3	17500 1	24929 118 34000/18996
BACHELOR - TECHNICAL							24000 1		23724 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	24400 3	20875 18	17523 3	21405 11	22115 39 32340/18000	24605 13	22094 140 35000/16000	23598 2	
BACHELOR - TECHNICAL		17800 2		29358 6	26850 4	31893 39 36000/29496	28231 61 37200/24000	16800 1	27000 1

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		16800 2	16874 12	17599 5	19249 5	25632 85 30000/24996	17[illegible]4 2	17134 5	21570 24 30000/18724
BACHELOR - TECHNICAL		25646 5					25800 1	21000 1	24461 24 35664/21600

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL	21000 1		20841 41 31200/16800	20349 10	27948 2	16893 6			
BACHELOR - TECHNICAL	19654 1	22545 4	23050 22 30996/16764	18000 1	28800 1	20747 2	28982 8	29600 429 43000/24996	28237 66 35400/20463

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	23200 3	27360 15	19000 1	31600 3		20500 2		32664 3	
BACHELOR - TECHNICAL	30943 343 50550/27000	29748 67 42500/25342	29335 60 37000/25340	30074 71 36700/27600	31291 74 36000/29000	29997 167 42000/24342	29681 112 36000/25000	31787 697 49200/27600	28945 39 38400/25343

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	26449 75 31404/23500	24478 12	26606 47 32100/24000	27842 3			27094 65 37472/24000	22083 24 27600/18000	21285 253 40000/17000
BACHELOR - TECHNICAL	27342 133 34200/23500	26792 11	28650 117 48000/25000	28931 4	20075 11	21298 13	27598 49 38004/24600	27000 2	25443 31 34800/18000

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL			20302 10	23000 2				18872 101 27000/16000
BACHELOR - TECHNICAL	28745 1	23040 6	23986 13				21080 3	21925 8

AVERAGE SALARY OFFERS SEPTEMBER 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 8/9/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	29520 34 35000/27000	29233 3		32714 29 50000/26500	50998 5	33230 2	36800 1	35079 19	31500 3
MBA--TECH	34650 4		24000 1			30104 8	34596 2	33358 5	67000 1

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH	22667 6	21000 1	26000 1					33000 1	42333 3
MBA--TECH					23004 1				

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH	30000 1	29100 4	24000 1	30000 1		23800 2	24000 1		
MBA--TECH				27700 2					

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH						36000 2	36083 6		38500 2
MBA--TECH					30500 1	28008 1	32500 1		32600 3

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	34028 8	29167 6	35000 1	41900 1	25800 2			36000 1	29630 10
MBA--TECH	33127 7								36183 12

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH			33000 1	31035 4		35000 1
MBA--TECH						32400 1